

Program A: Business Recruitment and Retention

Program Authorization: R.S. 36:103 et. seq.; R.S. 25:315 et. seq.; R.S. 33:4702(H); R.S. 51-1921-1932; R.S. 47:3201-3206, 3204(J); R.S. 30:142D.5(a-c) R.S. 47:4301-4319; R.S. 36:101(c); R.S. 36:108(e); R.S. 47:34; R.S. 47:1951.1-1951.3; R.S. 39:991-997; R.S. 47:6005; R.S. 46:813-814; R.S. 17:3388; RS 51:2401 et seq.; RS 36:4(B)(1)(bb) and (cc); RS 51:1781-1787; RS 47:1121-1128; Art VII, Part II, Section 21 (F&I)

PROGRAM DESCRIPTION

The mission of the Business Recruitment and Retention Program is to market Louisiana as a business and industrial location; help Louisiana companies find international markets for their goods and services; and administer Louisiana's business incentives.

The goals of the Business Recruitment and Retention Program are:

1. Increase the number of U.S. companies operating in the state.
2. Increase the number of international companies operating in the state.
3. Increase the sales of Louisiana goods and services in international markets.
4. Make Louisiana's business incentives effective business recruitment/expansion devices.
5. Develop and implement Red River infrastructure projects.

The Business Recruitment and Retention program markets Louisiana as a business location to U.S. companies and assists resident industry in expansion/retention matters.

The Business Recruitment and Retention Program includes the following activities:

Executive Administration – oversees the National and International marketing and trade functions, coordinates the Business Incentive program and the Small Business Development Centers program and represents the Department to the Board of Commerce and Industry.

National Marketing – strives to increase the number of U.S. companies operating in the state.

International Marketing – recruits international companies to locate and invest in Louisiana.

International Trade - works to increase the sales of Louisiana goods and services in international markets.

Business Incentives – manages and administers tax incentives to business, educates businesses and the public regarding the application process, presents applications to and creates and maintains databases for the Board of Commerce and Industry. It also promulgates rules and performs inspections and audits to insure compliance.

Special Projects Division – coordinates DED's efforts with foundations, the private sector, and federal, state and local officials in the areas of workforce development, community development, housing, and small business development.

Red River Development Council

Economic Development Projects and Activities -Red River Basin and Adjacent Parishes

El Camino East/West Corridor

This project to four-lane Highway 84 and LA Highway 6 from the Mississippi border to Vidalia, and to the Texas border at the Toledo Bend Lake has been expanded to include five states (Georgia, Alabama, Mississippi, Texas). Approximately 13.7 of the 163.9 total miles of the corridor to run through the State of Louisiana have been completed, or are under construction. One million dollars was received through a congressional appropriation, and \$200,000 of the appropriation was committed through Capital Outlay projects to prepare a master plan for construction projects. The construction projects along the East/West corridor are to be targeted towards economic development in six North Central Louisiana parishes that represent some of the lowest income and high unemployment areas of the State.

Recreation in the Red River Basin

Eleven of the proposed 22 sites in the "Master Plan to Utilize Water in the Red River for Economic Development" have been built. Funding for the sites was provided through a joint effort between the Red River Waterway Commission, and the U.S. Corps of Engineers at no cost to the state. The marina planned for construction in 2000 is nearing completion and two more are in the planning stage currently. The Corps of Engineers and the Red River Waterway Commission are in control of these projects and will finance the construction at no expense to the state.

Retirement Initiatives

The pilot program to recruit retirees to re-locate to North Central Louisiana has resulted in the positive re-location of approximately 110 couples. 133 letters of invitation have been written to people who have expressed interest in retiring in Natchitoches Parish. Three developers are considering the construction of one or more planned retirement communities in northwest Louisiana. The program has targeted 480 retirees for relocation by the year 2003. As a side note, the Director of the Red River Development Council has been appointed to the Louisiana Commission on Retirement Development.

Other Projects

Red River Chloride Project

This is a federally funded four-state project to remove Sodium Chloride from the Red River. As a result of this effort, there has been a reduction in salt intrusion from 5,500 tons per day to approximately 3,100 tons per day. Improvements to the quality of water in the Red River have resulted in positive effects on the economy in this region. Water from the Red River is now usable in Louisiana for domestic water use, commercial and industrial use. In addition, the water is now good enough for agricultural crop irrigation. The U.S. Congress has appropriated additional funds for 2001-2002 to continue to affect a decrease in Sodium Chloride intrusion into the Red River at Site 3.

Aquaculture Experiment Station

The research station is part of a joint effort between Northwestern State University and LSU Agricultural Center to look at new and better ways to produce fish and fish products for the fish farming industry. The research station is approximately 75% operational at the present, and construction is ongoing.

OBJECTIVES AND PERFORMANCE INDICATORS

Unless otherwise indicated, all objectives are to be accomplished during or by the end of FY 2001-2002. Performance indicators are made up of two parts: name and value. The indicator name describes what is being measured. The indicator value is the numeric value or level achieved within a given measurement period. For budgeting purposes, performance indicator values are shown for the prior fiscal year, the current fiscal year, and alternative funding scenarios (continuation budget level and Executive Budget recommendation level) for the ensuing fiscal year (the fiscal year of the budget document).

GENERAL PERFORMANCE INFORMATION: STATE UNEMPLOYMENT RATE (NORTHERN REGION)					
PERFORMANCE INDICATOR	PRIOR YEAR ACTUAL FY 1995-96	PRIOR YEAR ACTUAL FY 1996-97	PRIOR YEAR ACTUAL FY 1997-98	PRIOR YEAR ACTUAL FY 1998-99	PRIOR YEAR ACTUAL FY 1999-00
E. Carroll parish unemployment rate	16.8%	16.4%	15.2%	13.5%	13.6%
W. Carroll parish unemployment rate	16.4%	15.6%	15.4%	14.0%	14.5%
Red River parish unemployment rate	11.9%	18.5%	18.7%	8.7%	8.4%
Concordia parish unemployment rate	12.2%	12.6%	13.9%	11.8%	13.4%

Note: These indicators are a measurement of the unemployment rates over time in four of the most severely impacted parishes. One of the goals of the National Marketing Activity is to direct its efforts toward the reduction of the unemployment rates in these parishes.

1. (KEY) Through the National Marketing activity, to recruit 39 U.S. firms to locate or expand in Louisiana.

Strategic Link: Ties into Office of Commerce and Industry five-year strategic plan objective: *To attract 225 new U.S. firms to Louisiana by the year 2003.*

Louisiana: Vision 2020 Link: Supports Goal 3 Objective 3.1: *To increase personal income and the number and quality of jobs in each region of the state.*

Children's Cabinet Link: Not applicable

Other Link(s): Not applicable

L E V E L	PERFORMANCE INDICATOR NAME	PERFORMANCE INDICATOR VALUES					
		YEAREND PERFORMANCE STANDARD FY 1999-2000	ACTUAL YEAREND PERFORMANCE FY 1999-2000	ACT 11 PERFORMANCE STANDARD FY 2000-2001	EXISTING PERFORMANCE STANDARD FY 2000-2001	AT CONTINUATION BUDGET LEVEL FY 2001-2002	AT RECOMMENDED BUDGET LEVEL FY 2001-2002
K	Number of positive location and expansion decisions	49	42	50	50	44 ¹	39
K	New investments	\$800,000,000	\$1,556,945,165 ²	\$800,000,000	\$800,000,000	\$712,000,000 ¹	\$624,000,000
K	Cost per contact made ³	\$943	\$3,943 ⁴	\$943	\$943	\$943	\$365
S	Number of existing and start-up businesses assisted	245	455 ⁵	245	245	218 ¹	191
S	Number of new jobs created	4,500	7,302	4,000	4,000	3,560 ¹	3,120
K	Percentage of visiting businesses locating in the state ⁷	Not applicable ⁶	60% ⁷	30%	30%	50% ⁸	35%

¹ Performance could be affected due to loss of staff during prior fiscal year. Staff size decreased 11% and numbers have reduced the same.

² These numbers are high due to General Motors plant announcement in Shreveport, a \$777 million investment providing 2,500 jobs.

³ Actual cost per contact is calculated by dividing the National Marketing budget by the total number of "meaningful" marketing contacts, including marketing missions, trade shows, telephone and other correspondence.

⁴ Actual yearend performance of "cost per contact made" was high due to calculating cost of one-on-one visits with companies rather than including all meaningful marketing contacts.

⁵ When the 1999-2000 travel freeze occurred, staff concentrated on assisting in-state companies thereby increasing this number. Also, requests for assistance increased.

⁶ This was a new indicator added for FY 2000-2001; therefore the indicator has no yearend performance standard for FY 1999-2000.

⁷ The calculation formula is based on the number of locations (announcements) divided by the number of different businesses visiting during the period being reported.

⁸ Based on actual yearend performance for FY 1999-2000, 50% should be a more realistic goal.

2. (KEY) Through the National Marketing activity, to provide 500 Louisiana businesses with the opportunity to expand their sales of goods and services within the state.

Strategic Link: This objective ties to the Office of Commerce and Industry five-year strategic plan objective: *To expand in-state markets for Louisiana companies.*

Louisiana: Vision 2020 Link: Supports Goal 3 Objective 3.1: *To increase personal income and the number and quality of jobs in each region of the state.*

Children's Cabinet Link: Not applicable

Other Link(s): Not applicable

L E V E L	PERFORMANCE INDICATOR NAME	PERFORMANCE INDICATOR VALUES					
		YEAREND PERFORMANCE STANDARD FY 1999-2000	ACTUAL YEAREND PERFORMANCE FY 1999-2000	ACT 11 PERFORMANCE STANDARD FY 2000-2001	EXISTING PERFORMANCE STANDARD FY 2000-2001	AT CONTINUATION BUDGET LEVEL FY 2001-2002	AT RECOMMENDED BUDGET LEVEL FY 2001-2002
K	Number of vendors attending Matchmaker events	1,000	117 ¹	600	600	500 ⁵	500
K	Number of exhibitors at Matchmaker events	70	800 ²	115	115	70 ⁵	70
S	Percentage of repeat exhibitors attending Matchmaker events ³	Not applicable ⁴	60%	18%	18%	18%	40%

¹ This number (117) is actually the number of exhibitors, not the number of vendors, and should be 800. The number 117 was recorded in error in LaPAS.

² This number (800) is actually the number of vendors, not the number of exhibitors, and should be 117. The number 800 was recorded in error in LaPAS.

³ This performance indicator currently reads "Percentage of repeat vendors attending Matchmaker events". However it is being changed to read "Percentage of repeat exhibitors attending Matchmaker events".

⁴ This was a new indicator added for FY 2000-2001; therefore the indicator has no yearend performance standard for FY 1999-2000.

⁵ Number of vendors and exhibitors varies depending on locations. These are more realistic numbers for small and mid-size cities. Matchmakers in FY 01/02 will be in smaller cities.

3. (KEY) Through the International Marketing activity, to recruit 5 foreign projects to Louisiana.

Strategic Link: This objective ties into the Office of Commerce and Industry five-year strategic plan objective: *To recruit 25 new international firms to Louisiana by 2003.*

Louisiana: Vision 2020 Link: Supports Goal 3 Objective 3.1: *To increase personal income and the number and quality of jobs in each region of the state.*

Children's Cabinet Link: Not applicable

Other Link(s): Not applicable

L E V E L	PERFORMANCE INDICATOR NAME	PERFORMANCE INDICATOR VALUES					
		YEAREND PERFORMANCE STANDARD FY 1999-2000	ACTUAL YEAREND PERFORMANCE FY 1999-2000	ACT 11 PERFORMANCE STANDARD FY 2000-2001	EXISTING PERFORMANCE STANDARD FY 2000-2001	AT CONTINUATION BUDGET LEVEL FY 2001-2002	AT RECOMMENDED BUDGET LEVEL FY 2001-2002
K	Number of positive location decisions	5	5	5	5	5	5
K	New investments (in millions)	\$850 ¹	\$763.55 ¹	\$550 ¹	\$550 ¹	\$550 ¹	\$300

¹ Foreign investment dollars do not remain static, and will fluctuate from year to year. The five year strategic plan was formulated based on a number of known factors at the time of preparation. Some of the factors considered are as follows: (1) Slow recovery of the Asian financial markets, (2) Volatility of the New York, Frankfurt, London, and Hong Kong stock exchanges, (3) The "timidity" on the part of corporate managers in light of the uncertainties of the Y2k situation, and the potential that Y2k problems represented for companies worldwide, (4) Capacity continued to outstrip the ability of markets to absorb products in North America, Europe, and Asia, leading to a reluctance on the part of companies to pursue dated or new expansion, (5) Inequalities in interest rates in the United States and Europe have seriously impacted the willingness of corporate managers to invest during what they consider to be an "unstable" period.

4. (KEY) Through the International Trade activity, to assist 150 Louisiana companies to take advantage of international trade opportunities.

Strategic Link: This objective ties into the Office of Commerce and Industry five-year strategic plan objective: *To assist 750 companies take advantage of international trade opportunities by FY 2003.*

Louisiana: Vision 2020 Link: Supports Goal 3 Objective 3.1: *To increase personal income and the number and quality of jobs in each region of the state.*

Children's Cabinet Link: Not applicable

Other Link(s): Not applicable

L E V E L	PERFORMANCE INDICATOR NAME	PERFORMANCE INDICATOR VALUES					
		YEAREND PERFORMANCE STANDARD FY 1999-2000	ACTUAL YEAREND PERFORMANCE FY 1999-2000	ACT 11 PERFORMANCE STANDARD FY 2000-2001	EXISTING PERFORMANCE STANDARD FY 2000-2001	AT CONTINUATION BUDGET LEVEL FY 2001-2002	AT RECOMMENDED BUDGET LEVEL FY 2001-2002
K	Number of Louisiana companies assisted	150	2,413 ¹	150	150	150	150
K	Number of trade opportunities developed	3,250	4,560 ¹	3,250	3,250	3,250	3,250
S	Budget dollars per one trade opportunity developed	\$108	\$89.85	\$108	\$108	\$108	\$108
S	Dollar amount of sales generated	Not applicable ²	\$2,280,000	\$1,927,000	\$1,927,000	\$1,927,000	\$1,927,000

¹ Global economic conditions affecting world trade/commerce causes variances.

² This was a new indicator added for FY 2000-2001; therefore the indicator has no yearend performance standard for FY 1999-2000.

5.(KEY) Through the Business Incentive activity, to efficiently process 729 business incentives applications and related documents.

Strategic Link: This objective ties into Office of Commerce and Industry five-year strategic plan objective: *To make Louisiana's business incentives effective business recruitment/expansion/retention devices.*

Louisiana: Vision 2020 Link: Supports Goal 3 Objective 3.1: *To increase personal income and the number and quality of jobs in each region of the state.*

Children's Cabinet Link: Not applicable

Other Link(s): Not applicable

L E V E L	PERFORMANCE INDICATOR NAME	PERFORMANCE INDICATOR VALUES					
		YEAREND PERFORMANCE STANDARD FY 1999-2000	ACTUAL YEAREND PERFORMANCE FY 1999-2000	ACT 11 PERFORMANCE STANDARD FY 2000-2001	EXISTING PERFORMANCE STANDARD FY 2000-2001	AT CONTINUATION BUDGET LEVEL FY 2001-2002	AT RECOMMENDED BUDGET LEVEL FY 2001-2002
K	Number of applications filed	900	951	729 ¹	729 ¹	729 ¹	729
K	New permanent jobs reported by companies using tax incentive programs	8,000	11,896	10,500	10,500	10,500 ²	10,500
K	Capital investment by companies using all tax incentives programs (in billions)	\$2.2	\$3.1	\$3.6	\$3.6	\$3.6	\$3.6
K	Number of audits/inspections	Not applicable ³	203 ⁴	500	500	500	500
K	Percentage of companies found to be non-compliant	Not applicable ³	Not available ⁵	0.02%	0.02%	0.02%	0.02%
S	Percentage of applications processed ⁶	84.9%	77%	90%	90%	80% ⁷	80%

¹ Continuation level is based on an expected downturn of the world economy.

² Continuation level is based on an expected downturn of the world economy.

³ New indicator added for FY 2000-2001, therefore the indicator has no yearend performance standard for FY 1999-2000.

⁴ Four of eleven positions were vacant. Existing professionals were required to assume the duties of the vacant positions, therefore preventing additional inspections.

⁵ The indicator was not tracked prior to its inclusion for budget development for FY 2000-2001.

⁶ The "percentage of applications processed", refers to those applications that have been received, processed, and approved by the Commerce and Industry Board, and a contract initiated. However, it should also be noted the board meets only six times per year. The applications are screened in one meeting, and then voted on at the next meeting. Therefore, a certain percentage of applications may not be processed due to either problems with the applications or the time factors in completion.

⁷ Training to support the DED E-Mall will most likely hamper normal operations during this period. Possible future hiring freezes could also affect performance.

GENERAL PERFORMANCE INFORMATION: LOUISIANA SBDC'S

PERFORMANCE INDICATOR	PRIOR YEAR ACTUAL FY 1995-96	PRIOR YEAR ACTUAL FY 1996-97	PRIOR YEAR ACTUAL FY 1997-98	PRIOR YEAR ACTUAL FY 1998-99	PRIOR YEAR ACTUAL FY 1999-00
Number of new businesses created	Not available	Not available	448	409	460
Number of new jobs created/saved	Not available	Not available	3,362	3,333	3,178
New income from SBDC clients (in \$ millions)	Not available	Not available	\$50.4	\$49.0	\$58.0
Return on state sales tax only	Not available	Not available	\$1,210,320	\$1,199,880	\$1,395,126

6. (SUPPORTING) Through the Louisiana Small Business Development Centers (SBDC's), to provide in-depth management and technical assistance to help create/save small businesses throughout the state.

Strategic Link: This operational objective supports the overall goal of the Commerce and Industry Strategic Plan: *To help provide meaningful employment and business opportunities for the state's citizens.*

Louisiana: Vision 2020 Link: Supports Goal 3 Objective 3.1: *To increase personal income and the number and quality of jobs in each region of the state.*

Children's Cabinet Link: Not applicable

Other Link(s): Not applicable

L E V E L	PERFORMANCE INDICATOR NAME	PERFORMANCE INDICATOR VALUES					
		YEAREND PERFORMANCE STANDARD FY 1999-2000	ACTUAL YEAREND PERFORMANCE FY 1999-2000	ACT 11 PERFORMANCE STANDARD FY 2000-2001	EXISTING PERFORMANCE STANDARD FY 2000-2001	AT CONTINUATION BUDGET LEVEL FY 2001-2002	AT RECOMMENDED BUDGET LEVEL FY 2001-2002
S	Number of training units	513	474 ^{1,2}	513	513	424 ^{1,2}	424
S	Number of attendees at training sessions	8,416	8,322 ^{1,2}	8,416	8,416	5,118 ^{1,2}	5,118
S	Number of counseling cases	4,660	5,548 ^{1,2}	4,660	4,660	4,598 ^{1,2}	4,598

¹ This figure also includes attendees and training units sponsored by the SBDC's for DED's Small and Emerging Business Development Division (SEBD). Budget reductions in the current year and the next year for the SEBD will impact the number of training units the SBDCs coordinate on SEBD's behalf, therefore performance in each category will decrease to more typical numbers.

² These figures represent the actual performance indicators in the contract with the SBDC's. The Louisiana SBDC's contract with DED directs that it cooperate with DED's Small and Emerging Business Development Division (SEBD) to provide counseling and training. The SBDC's provide training programs and counseling as requested by SEBD for its clients. During 1998-1999, SEBD worked through ten SBDC Service Centers to co-sponsor 115 different evening "Louisiana Contractor's Accreditation Institute" programs. Each session counted as a separate program covering different topics. In 1999-2000, SEBD co-sponsored only 62 of these programs. The SBDC based its projections for 1999-2000 on SEBD co-sponsored activity experienced in the previous year, 1998-1999. SEBD reimbursed only costs associated with providing contract facilitators, food and incidental expenses incurred as direct result of their training requirements. No SEBD monies were used for counseling and training.

RESOURCE ALLOCATION FOR THE PROGRAM

	ACTUAL 1999- 2000	ACT 11 2000 - 2001	EXISTING 2000 - 2001	CONTINUATION 2001 - 2002	RECOMMENDED 2001 - 2002	RECOMMENDED OVER/(UNDER) EXISTING
MEANS OF FINANCING:						
STATE GENERAL FUND (Direct)	\$12,757,958	\$11,706,227	\$11,886,227	\$10,544,321	\$9,822,096	(\$2,064,131)
STATE GENERAL FUND BY:						
Interagency Transfers	50,000	50,000	50,000	50,000	50,000	0
Fees & Self-gen. Revenues	823,697	858,733	858,733	879,158	869,389	10,656
Statutory Dedications	0	0	0	0	0	0
Interim Emergency Board	0	0	0	0	0	0
FEDERAL FUNDS	11,332	0	0	0	0	0
TOTAL MEANS OF FINANCING	\$13,642,987	\$12,614,960	\$12,794,960	\$11,473,479	\$10,741,485	(\$2,053,475)
EXPENDITURES & REQUEST:						
Salaries	\$1,841,651	\$1,752,777	\$1,752,777	\$1,795,391	\$1,679,135	(\$73,642)
Other Compensation	46,671	26,658	26,658	26,658	26,658	0
Related Benefits	324,625	368,696	368,696	374,853	361,065	(7,631)
Total Operating Expenses	373,851	500,836	500,836	510,817	491,135	(9,701)
Professional Services	302,860	302,860	302,860	308,917	302,860	0
Total Other Charges	10,752,254	9,657,733	9,837,733	8,456,843	7,880,632	(1,957,101)
Total Acq. & Major Repairs	1,075	5,400	5,400	0	0	(5,400)
TOTAL EXPENDITURES AND REQUEST	\$13,642,987	\$12,614,960	\$12,794,960	\$11,473,479	\$10,741,485	(\$2,053,475)
AUTHORIZED FULL-TIME EQUIVALENTS: Classified	45	39	39	39	37	(2)
Unclassified	2	2	2	2	2	0
TOTAL	47	41	41	41	39	(2)

SOURCE OF FUNDING

The Business Recruitment and Retention program is funded with State General Fund, Interagency Transfers, Fees and Self-generated Revenues, and Federal Funds. Interagency Transfers are provided by the Department of Environmental Quality for support of one position to assist in assessing and developing expertise for marketing recycled materials. Fees and Self-generated Revenues are from the Business Incentives Division, which was authorized by Act 684 of the 1986 Louisiana Legislature, to establish and collect certain fees from persons/businesses applying for business incentives granted by the department. Other fees are derived from Investor-owned utilities as a matching share for costs associated with Louisiana's European office. Federal Funds are provided from the Department of Commerce Market Development Cooperative Program (Federal grant) to plan, develop and implement a statewide export promotion program targeting companies in the environmental products, services, technologies, power generation equipment and services and the oil and gas industries.

ANALYSIS OF RECOMMENDATION

GENERAL FUND	TOTAL	T.O.	DESCRIPTION
\$11,706,227	\$12,614,960	41	ACT 11 FISCAL YEAR 2000-2001
			BA-7 TRANSACTIONS:
\$180,000	\$180,000	0	Business Recruitment/Retention Prog. - CarryForward - \$150,000 in Other Charges - Contract with the Town of Delhi to enlarge and renovate a municipal owned facility in its Industrial Park to aid the Dumas Candy Company's business expansion efforts. \$30,000 in Other Charges - Contract with the Town of Waterproof to purchase land for an industrial site that will expand economic opportunities.
\$11,886,227	\$12,794,960	41	EXISTING OPERATING BUDGET – December 15, 2000
\$19,607	\$24,143	0	Annualization of FY 2000-2001 Classified State Employees Merit Increase
\$20,000	\$24,628	0	Classified State Employees Merit Increases for FY 2001-2002
(\$4,836)	(\$4,901)	0	Risk Management Adjustment
(\$5,400)	(\$5,400)	0	Non-Recurring Acquisitions & Major Repairs
(\$180,000)	(\$180,000)	0	Non-Recurring Carry Forwards
\$738	\$738	0	Legislative Auditor Fees
\$230	\$230	0	UPS Fees
(\$31,120)	(\$38,125)	0	Attrition Adjustment
(\$1,036)	(\$1,036)	0	Civil Service Fees
(\$91,919)	(\$91,919)	(2)	Gubernatorial Position Reductions
(\$1,220,595)	(\$1,220,595)	0	Scheduled adjustment to the 7th year payment of an eleven (11) year agreement for the UNO/Avondale Debt Retirement of Bonds used for construction of a Ship Design Facility.
\$0	\$8,562	0	Indirect Cost Adjustment for support services from the Office of the Secretary
(\$480,000)	(\$480,000)	0	Transfer of the Louisiana Resource Center for Educators to Office of the Governor
(\$4,800)	(\$4,800)	0	Reduction in Operating Services for telephones.
(\$45,000)	(\$45,000)	0	Reduction to MetroVision, leaving \$405,000 for economic development efforts
(\$25,000)	(\$25,000)	0	Reduction to MaconRidge, leaving \$225,000 for economic development efforts
(\$15,000)	(\$15,000)	0	Reduction to South La. Economic Council, leaving \$135,000 for economic development efforts
\$9,822,096	\$10,741,485	39	TOTAL RECOMMENDED
\$0	\$0	0	LESS GOVERNOR'S SUPPLEMENTARY RECOMMENDATIONS
\$9,822,096	\$10,741,485	39	BASE EXECUTIVE BUDGET FISCAL YEAR 2001-2002
			SUPPLEMENTARY RECOMMENDATIONS CONTINGENT ON NEW REVENUE:
\$0	\$0	0	None

\$0	\$0	0	TOTAL SUPPLEMENTARY RECOMMENDATIONS CONTINGENT ON NEW REVENUE
\$9,822,096	\$10,741,485	39	GRAND TOTAL RECOMMENDED

The total means of financing for this program is recommended at 84% of the existing operating budget. It represents 84% of the existing operating budget (\$12,794,960) for this program. The major changes reflected in the analysis of recommendation include: Decreased funding of -\$180,000 for non-recurring carry forward for the Town of Delhi to enlarge and renovate a municipal owned facility in its Industrial Park to aid the Dumas Candy Company's business expansion efforts (-\$150,000), and for the Town of Waterproof to purchase land for an industrial site that will expand economic opportunities (-\$30,000). Decreased funding of -\$1,220,595 per the scheduled payments for the 7th year payment of an eleven (11) year agreement for the UNO/Avondale Debt Retirement of Bonds used for construction of a Ship Design Facility. Decreased funding of -\$480,000 due to the transfer of the Louisiana Resource Center for Educators, which houses a facility with extensive resource materials for teacher utilization, to Office of the Governor. Decreased funding of -\$45,000 to MetroVision, leaving \$405,000 for economic development efforts. Decreased funding of -\$25,000 to Macon Ridge, leaving \$225,000 for economic development efforts. Decreased funding of -\$15,000 to S. La. Economic Council, leaving \$135,000 for economic development efforts.

PROFESSIONAL SERVICES

\$87,038	Representative for Mexico Contract to promote Louisiana's economic development and trade internationally
\$134,822	Representative for Taiwan Contract to promote Louisiana's economic development and trade internationally
\$81,000	Representative for Europe Contract to promote Louisiana's economic development and trade internationally
\$302,860	TOTAL PROFESSIONAL SERVICES

OTHER CHARGES

\$405,000	METROVISION Partnership - for the nine parish regional economic development organization in the Greater New Orleans area and to market the METROVISION and River Region nationally and internationally to new companies, and to create new jobs
\$176,636	Special Marketing Activities - to provide for group activities, prospects, special ceremonies, and activities to promote economic activity and stimulate interest in the Louisiana market
\$252,078	Small Business Development Centers (SBDC) - Maintenance and provision of management assistance and business counseling to Louisiana small businesses
\$56,000	NorthWest La - to enhance economic development efforts
\$225,000	Macon Ridge - to enhance economic development efforts
\$135,000	South Louisiana Economic Development Council - to enhance economic development efforts
\$56,000	NorthEast La. - to assist communities in the Delta Region and existing local development organizations to develop and execute programs to expand economic opportunities
\$300,000	National Advanced Center for Manufacturing (NCAM) Start-up Expenses - to enable UNO and Lockheed Martin to train personnel in the use of a fiber placement machine to develop composite structures for use in the next generation vehicles
\$80,000	Enterprise Zone Technical Assistance - to provide funding for the local Planning Districts who will be responsible for providing information on approximately 1,200 Enterprise Zones located in the 64 parishes to local and parish offices. The Planning Districts will also be required to make appearances at hearings, plus respond to requests for information from local officials

\$9,231	Legislative Auditor charges
\$5,974,194	University of New Orleans Research and Technology - Avondale - for Debt Retirement of Bonds used to fund construction of 200,000 square foot building to house state-of-the-art Ship Design Facility; this is a 15 year contract in which the state has a 7 year commitment of \$40 million
\$7,669,139	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$6,224	Pro-rata share of cost of operations for the Department of Civil Service
\$517	Pro-rate share of cost of operations for the Comprehensive Public Training Program
\$1,563	Pro-rata share of cost of operations for the Uniform Payroll System
\$203,189	Support services provided by the Office of Management and Finance
\$211,493	SUB-TOTAL INTERAGENCY TRANSFERS
\$7,880,632	TOTAL OTHER CHARGES

ACQUISITIONS AND MAJOR REPAIRS

This program does not have funding for Acquisitions and Major Repairs for Fiscal Year 2001 -2002.